

Message Text

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UNCLAS BELGRADE 5334

COMMERCE FOR ITA/BED/SIPS

E. O. 11652: N/A
TAGS: ETRD, BTIO, YO
SUBJ: CONCERN BY YUGOSLAV ENTERPRISE OF EVALUATION BY
AMERICAN CONSULTING FIRMS

1. TWO OFFICIALS OF ENERGOPROJEKT (IVAN BERGER, SENIOR TECHNICAL ADVISOR AND STEVO LJUJIC, NEW YORK OFFICE DIRECTOR) VISITED EMBOFF JUNE 17 TO EXPRESS THEIR CONCERN ABOUT POOR PERFORMANCE EVALUATIONS WHICH SEVERAL U.S. ENGINEERING CONSULTING FIRMS HAVE GIVEN ENERGOPROJEKT IN CONNECTION WITH BIDS FOR MAJOR INTERNATIONAL CONSTRUCTION PROJECTS. MOST RECENT INCIDENT INVOLVED BID FOR CONSTRUCTION HYDRO-POWER DAM IN ARGENTINA ON PARANA RIVER. ENERGOPROJEKT HAS BEEN TOLD THAT HARSA ENGINEERING OF CHICAGO DID NOT RECOMMEND THEM FOR THE JOB ALLEGEDLY BECAUSE OF POOR WORK DONE ON DAM IN PANAMA. CHARLES T. MANN FIRM RECENTLY GAVE THEM BAD EVALUATION IN PRE-QUALIFICATION BID FOR SHIRORA HYDRO-POWER AND IRRIGATION PROJECT IN NIGERIA.

2. ENERGOPROJEKT SAYS IT IS SURPRISED AT THESE EVALUATIONS BECAUSE THEY BELIEVE THEY HAVE ALWAYS DONE A GOOD JOB ON BIG PROJECTS AND INVESTORS, INCLUDING THOSE IN PANAMA, HAVE EXPRESSED SATISFACTION WITH THEIR WORK. ENERGOPROJEKT COOPERATES WITH MANY U.S. COMPANIES ON THESE INTERNATIONAL
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PROJECTS AND LAST YEAR CLAIMS TO HAVE PURCHASED DOLLARS 14 MILLION U.S. EQUIPMENT FOR THIRD MARKET CONSTRUCTION. ENERGOPROJEKT BELIEVES U.S. GOVERNMENT SHOULD HAVE AN INTEREST IN HOW ENERGOPROJEKT FARES ABROAD AND ITS RELATIONS WITH U.S. FIRMS. THEY STATE THEY WANT NO FAVORS BUT ONLY WANT CLARIFICATION OF WHAT AREAS ARE CONSIDERED TO BE PROBLEMS AND OPPORTUNITY TO PRESENT THEIR CASE, PERHAPS

IN INFORMAL MEETING OF TECHNICAL EXPERTS.

3. REQUEST COMMERCE CONTACT HARSA AND CHARELS T. MANN TO DETERMINE WHAT THE PROBLEM IS AND WHETHER ENERGOPROJEKT COULD MEET WITH THEM FOR CLARIFICATION AND TO PRESENT ITS CASE. MR. LJUJIC IS RETURNING TO NEW YORK JULY 24 AND WILL CONTACT MR. LINDSTROM OF DOC SOMETIME DURING THAT WEEK.

4. PLEASE ADVISE EMBASSY OF ANY DEVELOPMENTS.
WORTZEL

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